

Message Text

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ACTION EB-07

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FM AMEMBASSY OSLO

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TAGS: BEXP,NO,NI,EFIS

SUBJECT: NIGERIA-NORWEGIAN JOINT VENTURE

REFS: STATE A-7411 LAGOS 12833 (NOTAL) OSLO 0084

1. FOLLOWING POINTS, FROM FURTHER CONVERSATION WITH AKERS
TRADING COMPANY, SUPPLENENT REF B AND C IN RESPONDING
TO REF A.

2. VENTURE DATES FORMALLY FROM SIGNING OF CONTRACT IN
OCT 75, BUT AKERS HAS BEEN WORKING ON IT TWO OR THREE
YEARS AGAINST BRITISH AND YUGOSLAVIAN COMPETITION. FACTOR
IN NIGERIA'S CHOICE OF ARMS WAS PROBLY NIGERIA'S
REQUIREMENT THAT PROSPECTIVE PARTNER HAVE TEN YEARS
EXPERIENCE IN WEST AFRICAN WATERS.

3. VENTURE'S FIRST PHASE WILL REQUIRE CONSTRUCTION OF TWO
EACH OF TRAWLERS, PURSE SEINERS, AND MOTHER SHIPS WITH
FREEZING FACILITIES. ORDERS WILL PROBABLY GO TO GERMAN
OR DUTCH YARDS. NIGERIAN GOVERNMENT WANTS THIRTY BOATS
BY END OF FIVE YEARS, BUT THIS APPEARS UNREALISTIC.

4. REFRIGERATION EQUIPMENT ON SHIPBOARD AND ASHOR
WILL BE NORWEGIAN. LITTLE PROCESSING EQUIPMENT INVOLVED
BECAUSE FISH WILL BE FROZEN WHOLE, NOT GUTTED. OTHERS
FISH PRODUCTS MAY BE DEVELOPED AFTER SOME YEARS
EXPERIENCE GAINED.
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5. OPPORTUNITY FOR US FIRMS HAY LIE IN IN SUPPLYING
AROUND FIFTEEN 20-TON REFRIGERATED TRUCKS TO DISTRIBUTE
FISH THROUGHOUT NIGERIA.
EMBASSY WILL HANDLE THIS AS
TRADE OPPORTUNITY ON RECEIPT OF DETAILS FROM AKERS.
BYRNE

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